



U.S. Small Business Administration

New Mexico District Newsletter

Information for the Small Business Community
July 2010

SBA – Your Small Business Resource

U.S. Small Business Administration

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U.S. Small Business Administration

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SBA Home Page: www.sba.gov

SBA Recovery Page: www.sba.gov/recovery

Recovery Act Website: www.recovery.gov

DISASTER PREPAREDNESS FOR BUSINESSES

- The man-made and natural disasters of the last few years have destroyed thousands of small businesses across the country. But many times it isn't the mega-disaster, like Hurricane Katrina, that levels a small business. A worn-out pipe bursting can shut your business down for days. The cost of recovering—which includes replacing the damaged and destroyed inventory, structural losses, lost revenue—can cripple a small business and cause it to shut down for good.
- And while you have worked on a plan to create a successful business, it is equally important to develop a business continuity and recovery plan, to ensure the survival of your business.
- According to the Institute for Business and Home Safety, 25 percent of businesses that close after a disaster never reopen. The loss of even one small business has far-reaching effects, impacting the economy of the community.
- Now for some sobering statistics. After Hurricane's Katrina, Rita and Wilma in 2005, the SBA approved more than 23,000 disaster loans to businesses for \$2.7 billion. Many of those business owners had no continuity plan, and they are facing many challenges as they rebuild.
- Yet some companies had a plan in place. These businesses struggled for months to bring their operations back to capacity, but they stayed open, quickly relocated staff and were able to recover without a devastating financial hit.
- TIPS for business owners to think about when developing their own business preparedness plan regarding Facilities/Operations, Insurance, Protecting Vital Information, and Communications, as well as information on other Resources are available at SBA's Web site at:
www.sba.gov/services/disasterassistance/disasterpreparedness/index.html.
- To learn more about developing an emergency plan, visit www.ready.gov or call 1-800-BE-READY to receive free materials.
- The Institute for Business and Home Safety (www.ibhs.org) also has information on protecting your home or business.



For more information on available SBA Disaster Assistance you may visit SBA's Web site at www.sba.gov/disaster or call the Disaster Customer Service Center at 1-800-659-2955 or 1-800-877-8339 for those how are hearing impaired.

From the Directors' Desk. . .

It seems amazing that we are already into the fourth quarter of the federal fiscal year, which ends 30 September. This has been a very busy year for us at the New Mexico District of the SBA and it has flown by.

I especially want to thank our Cosponsors, the New Mexico Small Business Development Centers and the New Mexico Department of Veterans' Services, the Committee members for the success of the New Mexico Small Business Week celebration this year. We tried something new this year. It was a joint Small Business Week/Veterans' Conference event. We did small business and contracting officer training in the morning, then the Small Business Week celebration at mid-day, including an address by Regional Administrator Yolanda Olivarez. In the afternoon we followed up with a Small Business Expo that was attended by over 30 federal, state and local contracting agencies, Congressional delegations, lenders and other small business support providers. We completely sold out our 470 person capacity for the luncheon and several hundred attendees stayed for the Expo in the afternoon. The whole day was a great success.

We are nearing the halfway point on this year's Emerging 200 initiative. For the first time we are presenting this "Street-Wise MBA Program" in two cities, Albuquerque and Gallup and with a Native American focus. As happened in 2008 when Albuquerque was one of the 10 pilot cities in the whole country for e200 and again in 2009, we are getting excellent feedback from our participants on how they believe e200 will help them manage their businesses better.

We are all looking forward to a great 4th quarter of our federal fiscal year and I wish you an excellent rest of your summer!

*John C. Woosley
New Mexico District Director*



The 2010 e200 Initiative began classes on April 20th and 27th for the Albuquerque and Gallup venues, respectively.

Available Small Business Resources

NM SMALL BUSINESS DEVELOPMENT CENTERS (NMSBDC) - 20 Centers Statewide

The NMSBDC network provides management and technical assistance to potential and existing businesses. To locate the nearest SBDC in your area visit their website at www.nmsbdc.org or call 1-800-281-7232.

New Mexico Small Business Development Center Celebrating 20th Anniversary

The SBA New Mexico District Office congratulates the network for its 20 years of service to the small business community in New Mexico. The SBA District Office is proud to have the NMSBDC as one of its resource partners.

SCORE - Counselor's to America's Small Business

Albuquerque SCORE Chapter #67
(505) 248-8232; www.abqscore.org

Las Cruces SCORE Chapter #397
(505) 523-5627; www.scorelascruces.org

Santa Fe SCORE Chapter #373
(505) 988-6302; www.santafescore.org

WOMEN'S BUSINESS CENTERS

WESST Enterprise Center
(505) 246-6900; www.wesst.org

WESST – Gallup
(505) 863-3192; www.wesst.org

WESST – Las Cruces
(575) 541-1583; www.wesst.org

WESST – Rio Rancho
(505) 892-1238; www.wesst.org

WESST – Roswell
(575) 624-9850; www.wesst.org

WESST – Santa Fe
(505) 474-6556; www.wesst.org

MICROLOAN LENDERS

WESST Enterprise Center (SBA Microlender)
(505) 246-6900; www.wesst.org

The Loan Fund (SBA Microlender)
(505) 243-3196; www.loanfund.org

ACCION New Mexico – Arizona – Colorado
(505) 243-8844; www.accionnm.org

2010 NM Small Business Week BIG SUCCESS!!



The U.S. Small Business Administration (SBA) Small Business Week Awards Luncheon was held on June 3, 2010, at the Hotel Albuquerque at Old Town.

2010 Small Business Week Award Winners

New Mexico Small Business Person

Tamara Marquez-Nugent, President & CEO
Moving Solutions, Inc., Albuquerque, NM

NM & National Women's Business Center of Excellence WESST – Roswell, NM

Anthony Urquidez, Regional Manager

NM, Region VI & National Winner Veteran Small Business Champion

Lloyd Calderon, Director

NM Dept. of Veterans' Svcs., Veteran Enterprise & Training

NM & Region VI Winner Small Business Exporter

David Ramahi, President & CEO, Optomec, Inc.

NM & Region VI Winner Women In Business Champion

Sandra L. Cody, President, Resources for Excellence, Inc.

SBDC Service Excellence & Innovation Center Award

J. Roy Miller, State Director
NM Small Business Development Center

SBA Young Entrepreneur

Adam Trubow, President/Qualifying Broker
TAL Realty, Albuquerque, NM

Financial Services Champion

Barbara Lopez, IDA Program Mgr., WESST – Albuquerque, NM

Minority Small Business Champion

Anthony Urquidez, Regional Mgr., WESST – Roswell, NM

NM Community/Rural Lender of the Year

Bank of the Southwest

NM SBA 7(a) Loan Dollar Leader of the Year

Wells Fargo Bank

NM SBA 7(a) Loan Volume Leader of the Year

Western Commerce Bank

NM SBA 504 1st Mortgage Lender of the Year

First Community Bank

NM Small Business Service Award

Megan Kamerick, Senior Reporter, *NM Business Weekly*

NM Small Business Service Award

Flo Dow, Assistant Dir./Marketing & Professional Dev.
NM Small Business Development Center

SBA Renews Partnership with NM Department of Veterans' Services



(L-R – Yolanda Garcia Olivarez, SBA Regional Administrator; John Woosley, SBA –NM District Director; John Garcia-NM Dept. of Veterans' Services Cabinet Secretary; Lloyd Calderon, VETPRO Director –NMDVS)

John C. Woosley, District Director of the U. S. Small Business Administration (SBA) New Mexico District Office, announced that the SBA New Mexico District Office and the New Mexico Department of Veterans' Services (NMDVS) have renewed their Strategic Alliance Memorandum (SAM).

The purpose of the Strategic Alliance Memorandum is to develop and foster mutual understanding and a working relationship between the SBA and the NMDVS in order to strengthen and expand the veteran small business development in the area. The SBA New Mexico District Office has had a strong working relationship with the NMDVS through the years in jointly assisting the veteran-owned small business community.

New Mexico Department of Veterans' Services

Bataan Memorial Building

407 Galisteo St., Room 142/PO Box 2324

Santa Fe, New Mexico 87504

(866) 433-8387/Santa Fe;(505) 841-2956/Albuquerque Office

www.dvs.state.nm.us

New SBA Microlender Designated



(L-R – John Woosley, NM SBA District Director; Herb Crosby, The Loan Fund Board Member; Jim Byrd, The Loan Fund Board Chairman; Joe Justice, The Loan Fund; George Kenefic, The Loan Fund; Andrew Cadena, The Loan Fund; Leroy Pacheco, Executive Director, The Loan Fund; Yolanda Garcia Olivarez, SBA Regional Administrator – Region VI; Cathy Sorenson, The Loan Fund)

U. S. Small Business Administration (SBA) New Mexico District Director John C. Woosley announced the designation of The Loan Fund as an SBA Microloan Intermediary Lender at the Albuquerque Hispano Chamber of Commerce during the SBA Resource Partner Meeting held in March. Woosley was joined for the announcement at the Chamber's offices by SBA Regional Administrator Yolanda Olivarez and Leroy Pacheco, Executive Director of The Loan Fund.

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NEW SBA MICROLENDER DESIGNATED

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The Loan Fund received its authorization on February 20 from the SBA Office of Financial Assistance, Microenterprise Development Branch. As an authorized Microloan Intermediary Lender, The Loan Fund will receive a loan in the amount of \$750,000 under the SBA Microloan Program.

The Microloan Program was developed to increase the availability of very small loans to prospective small business borrowers. Under this program, SBA makes funds available to specially designated non-profit community-based intermediary lenders with experience providing credit and management and technical assistance to borrowers. Microlenders make loans directly to eligible borrowers in amounts up to \$35,000. The average loan size is \$13,000. Completed applications can usually be processed by the intermediary in less than one week.

The Loan Fund is the second organization approved as an SBA Microloan Intermediary Lender in New Mexico. It joins WESST as an SBA designated Microloan Lender. WESST is a statewide economic development organization committed to growing New Mexico's economy by cultivating entrepreneurship and is SBA's Women's Business Center for New Mexico.

The SBA New Mexico District Office looks forward to working with both organizations in serving the New Mexico small business communities.

~TRAINING OPPORTUNITIES~

Albuquerque SCORE Workshop Essentials for Starting a New Business

3rd Friday of the month – 8:30 a.m. - 4:00 p.m.
(July 16, September 17, October 15, November 19)
Reservations: (505) 248-8232
Workshop is held at:
Albuquerque SCORE Chapter
625 Silver Avenue, S.W., Suite 320 (Conference Room)
Albuquerque, NM 87102
Fee: \$55 – Payable at the door.

Federal Procurement Certification Workshops

1st Wednesday of the month - 1:00 p.m. to 3:30 p.m.
(July 7, August 4, September 1, October 6, November 3, December 1)
Workshop is held at:
Albuquerque Small Business Development Center
2501 Yale Blvd. S.E., Suite 302
Albuquerque, NM 87106
Workshop is free.
Please contact Barbara Sinha, NMSBDC/PTAP, at (505) 428-1362.

Workshop is presented by the NM Small Business Development Center (NMSBDC) Procurement Technical Assistance Program (PTAP). Interested small business owners will gain valuable knowledge about the NM PTAP, SBA 8(a) & HubZone Certifications, NM Dept. of Veterans' Services Veteran & Service Disabled Certifications, U.S. General Services Administration (GSA) Schedules, and Self Certifications: Women-Owned, Minority Owned and Small Disadvantaged Business.

USDA Business and Industry Guaranteed Loan Program

AN OPPORTUNITY FOR RURAL BUSINESSES

One of the biggest obstacles for the expansion or creation of a small business in New Mexico is the inability to get funding. U.S. Department of Agriculture (USDA) Rural Development's Business and Industry guaranteed loan program can help alleviate the funding problem. The B&I guaranteed loan program promotes business development and job creation in the State's rural areas by partnering with commercial lenders who provide the actual loans. This program allows private sector lenders to make quality loans in rural areas with less overall risk because a portion of the capital is guaranteed by USDA Rural Development. Rural Development normally guarantees a maximum of 80 percent of loans of \$5 million or less, 70 percent of loans between \$5 million and \$10 million, and 60 percent of loans of \$10 million to \$25 million.

As determined by the 2000 U.S. census, USDA defines rural areas as those with a population of 50,000 or less. USDA Rural Development State Director Terry Brunner said, "In general, guaranteed loans are available to most areas of the state with the exception of Santa Fe, Albuquerque and Las Cruces and their urbanized areas".

Most types of new and existing enterprises qualify for this funding including manufacturing, wholesale, retail and service industries. A loan can be made for business acquisitions; for building construction; conversion; expansion; modernization; for purchase of machinery and equipment; and for start-up and permanent working capital. One of the program's features is its availability to guarantee loans for, new commercial-lease space, such as office buildings, medical offices, industrial facilities and retail projects, renewable energy and value added agriculture. Refinancing of existing business debt can also be considered under certain conditions. Brunner emphasized that, "The program is geared toward the creation of healthy businesses or new business ideas that are feasible and are commercially viable."

Any legal entity can borrow (except for charitable institutions, religious organizations, or fraternal organizations) and there is no size restriction on the business. Loan amounts are limited to a maximum of \$10 million although there are certain cases where a business could seek a maximum of \$25 million. New Mexico has \$10 million in state approval authority. **Additional information concerning this program can be obtained from the New Mexico USDA Rural Development Office, Business and Cooperative Programs located at 6200 Jefferson NE, Room 255, Albuquerque, NM 87109.**

USDA Rural Development's mission is to increase economic opportunity and improve the quality of life in rural communities. *For further information on rural programs call any one of the following offices: Aztec: 505-334-3090 Ext. 4; Las Cruces: 575-522-8775 Ext. 4; Los Lunas: 505-865-4643 Ext. 4; Las Vegas: 505-425-3594 Ext. 4; Carlsbad: 575-622-8745 Ext. 4; Or call Rural Development's State Office in Albuquerque at: 505-761-4953.*

Further information on rural programs is available at a local USDA Rural Development office or by visiting USDA's web site at <http://www.rurdev.usda.gov>.



**FYTD Totals
through 3rd Quarter
(10/1/2009 - 6/30/2010)**

**FY 2010 New Mexico
Lender Rankings &
Loan Activity**

Lender	No. Loans	\$ Volume	Lender Ranking #s	Lender Ranking \$s
<u>7(a) and ARC Loan Activity</u>				
Century Bank	39	\$2,622,600	1	9
Bank of the Southwest	27	\$8,233,000	2	2
BBVA Compass Bank	25	\$3,104,200	3	7
Western Commerce Bank	21	\$2,778,900	4	8
Wells Fargo Bank	18	\$8,875,400	5	1
First American Bank	12	\$4,123,800	6	6
The Bank of Clovis	10	\$5,005,000	7	3
Community 1st Bank Las Vegas	8	\$451,000	8	28
MyBank	7	\$660,000	9	25
First Savings Bank	6	\$857,000	10	23
Excel National Bank	5	\$4,772,500	11	4
New Mexico Bank & Trust	5	\$1,174,700	12	19
Superior Financial Group	5	\$50,000	13	35
Main Bank	4	\$2,335,000	14	10
Bank of the Rio Grande	4	\$655,000	15	26
Pioneer Bank	4	\$410,000	16	29
Live Oak Banking Company	3	\$4,362,000	17	5
Citizens Bank of Las Cruces*	3	\$2,113,500	18	11
Bank of the West	3	\$918,500	19	22
Valley National Bank	3	\$315,000	20	31
Mountain America FCU	3	\$57,000	21	34
Community South Bank	2	\$1,666,000	22	13
American State Bank	2	\$834,000	23	24
Union Savings Bank	2	\$585,000	24	27
First New Mexico Bank - Las Cruces	2	\$59,600	25	33
Bank of America	2	\$40,000	26	39
United Western Bank	1	\$1,875,000	27	12
First Western SBLC, Inc.	1	\$1,602,000	28	14
Ridgestone Bank	1	\$1,600,000	29	15
American Business Lending, Inc.*	1	\$1,500,000	30	16
Celtic Bank Corporation	1	\$1,471,300	31	17
First New Mexico Bank - Deming	1	\$1,318,300	32	18
Four Corners Community Bank	1	\$1,170,000	33	20
CIT Small Business Lending Corp.*	1	\$1,112,000	34	21
Western Bank of Clovis	1	\$349,900	35	30
Newtek Small Business Finance	1	\$100,000	36	32
Borrego Springs Bank*	1	\$50,000	T-37	T-36
Lea County State Bank*	1	\$50,000	T-37	T-36
Vectra Bank Colorado NA	1	\$50,000	T-37	T-36
AmBank	1	\$35,000	40	40
Grants State Bank	1	\$16,000	41	41
American Heritage Bank	1	\$10,100	42	42
Totals	241	\$69,368,300		
<u>504 CDC Participation</u>				
Capital CDC	19	\$7,227,000	1	1
Enchantment Land CDC	15	\$5,573,000	2	2
Front Range Regional Econ Dvpmnt Corp dba Colorado Lending Source, LLC*	1	\$3,933,000	3	3
Total	35	\$16,733,000		
<u>504 3rd Party Lender Participation</u>				
Century Bank	5	\$1,342,339	1	7
New Mexico Bank & Trust	4	\$1,505,652	2	5
Ironstone Bank	3	\$1,542,983	3	4
Western Commerce Bank	2	\$1,442,500	4	6
Bank of America*	2	\$1,003,000	5	8
Los Alamos National Bank	2	\$904,300	6	9
US New Mexico FCU	2	\$543,400	7	11
NM Educators FCU	2	\$255,400	8	16
The Loan Fund	2	\$207,705	9	18
Silverton Bank Insurance Services, LLC *	1	\$6,500,000	10	1
Grants State Bank	1	\$2,618,700	11	2
Bank of the Southwest	1	\$2,359,601	12	3
Bank of the West	1	\$862,500	13	10
The Bank of Clovis	1	\$467,635	14	12
Citizens Bank of Las Cruces	1	\$410,000	15	13
First Community Bank	1	\$355,000	16	14
Western Bank of Clovis*	1	\$278,500	17	15
International Bank	1	\$225,000	18	17
Zions First National Bank	1	\$173,116	19	19
Bank '34*	1	\$84,000	20	20
Total	35	\$23,081,331		
TOTAL SBA RELATED LOAN ACTIVITY - through 3rd Qtr				
		<u>FYTD 10</u>		<u>FYTD 09</u>
7(a) Loans	210	\$68,352,300	198	\$45,975,400
504 Loans - CDCs	35	\$16,733,000	28	\$12,708,000
SBA NM LOAN SUBTOTAL	245	\$85,085,300	226	\$58,683,400
ARC Loans**	31	\$1,016,000	0	\$0
SBA NM LOAN TOTAL	276	\$86,101,300	226	\$58,683,400
504 Loans - 3rd Party Lenders	35	\$23,081,331	28	\$17,894,674
TOTAL NM CAPITAL		\$109,182,631		\$76,578,074

* First Appearance in Quarterly Lender Rankings in FY2010

** ARC Loan Activity was authorized to begin 6/15/09